

# Welcome to Leesburg!

Leesburg has it all! A smart and talented workforce, an authentic sense of place and an inspiring, progressive community is what moves Leesburg, Virginia forward. When you locate your business in Loudoun County's largest Town and County Seat you will find a real hometown of the 21st century.

Close to 50% of our population has a bachelor's degree or higher, 40% of us are between the ages of 20 and 44, are highly diversified and live in households with an average household income of \$118,218. Within the Town limits there are more than 15,000 households and a population of approximately 50,000 within 11 square miles.

Leesburg's sense of place is unmatched. You will often meet your friends and neighbors in any one of the distinguished restaurants or shops and find people you know gathering for live music throughout the Town. And your family will appreciate Leesburg's abundant and well-equipped parks and trails.

Located just 20 minutes from Dulles International Airport and near what will soon be the terminus of the Metro Silver Line, Leesburg is ideally located between the urban east and the rural west, at the heart of dining, arts and DC's Wine Country. The Leesburg Executive Airport offers first class general aviation services.

Your Economic Development team is the 'Start here' in business and works hard for you every day. We're available to assist you with; location assistance, business connections, workforce resources, and marketplace information because we know that your business success is a 'win' for the community.

Marantha Edwards, Economic Development  
Director [medwards@leesburgva.gov](mailto:medwards@leesburgva.gov) 703-737-7019

Kindra Jackson, Business Development Manager  
[Kindra.jackson@leesburgva.gov](mailto:Kindra.jackson@leesburgva.gov) 703-771-6530



# Demographic Snapshot

	Town of Leesburg	Loudoun County
<b>Population &amp; Households</b>		
• Population (Jul 2014 Census Bureau Estimate)	49,496	349,679
• Population (Apr 2014 Loudoun County Estimate)	43,996	351,611
• Households (Apr 2014 Loudoun County Estimate)	14,894	117,117
• Average Household Size	3.08	3.08
<b>Income</b>		
• Average Household	\$118,218	\$149,631
• Median Household	\$104,203	\$131,775
• Per Capita	\$38,422	\$45,608
<b>Racial &amp; Ethnic Distribution</b>		
• White, Not Hispanic	60.3%	60.5%
• Hispanic (Any Race)	20.6%	12.9%
• Black, Not Hispanic	7.8%	7.2%
• Asian	8.1%	15.6%
• Other, including Two or More Races	3.2%	3.8%
<b>Foreign Born Population</b>		
• Foreign Born	23.1%	22.8%
• Speak 2 or More Languages Proficiently	16.6%	19.6%
<b>Age Distribution</b>		
• 19 and under	30.2%	32.2%
• 20 - 44	37.3%	35.7%
• 45 - 64	26.1%	24.8%
• 65 and older	6.4%	7.3%
• Median Age	33.8	35.1
<b>Educational Attainment (age 25 &amp; over)</b>		
• High School Graduate or higher	89.3%	93.7%
• Bachelor's Degree or higher	47.8%	56.6%
• Graduate or Professional Degree	17.4%	22.4%

Sources: Loudoun County Department of Planning & Zoning, U.S. Census Bureau (2011-2013 ACS)

Data may not sum to 100% due to rounding.

**Updated: May 2015**

Town of Leesburg Economic Development  
202 Church Street SE • Leesburg VA 20175  
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# Labor Market Statistics

## Labor Force & Unemployment

August 2015	Loudoun County	Annual Change	Northern Virginia*	Annual Change
Civilian Labor Force	195,721	+0.4%	1,602,048	+0.3%
Unemployment Rate	3.7%	-0.8%	3.8%	-0.7%

\*Virginia portion of Washington DC MSA

## Local At-Place Employment & Wages

4 <sup>th</sup> Quarter, 2014	Loudoun County	Annual Change	Northern Virginia*	Annual Change
# of Employers	10,344	+3.0%	83,374	+3.1%
Local Employment	150,444	+1.5%	1,325,798	+1.7%
Average Weekly Wages	\$1,204	+1.2%	\$1,369	+1.4%

\*Virginia portion of the Washington DC MSA

## Educational Attainment (Age 25 & Older)\*\*

	Town of Leesburg	Loudoun County	Washington DC MSA
High School Graduate or higher	89.3%	93.7%	90.3%
Bachelor's Degree or higher	47.8%	56.6%	48.0%
Graduate or Professional Degree	17.4%	22.4%	23.0%

\*\*2011-2013 American Community Survey

Sources: U.S. Census Bureau; Virginia Employment Commission

# *Major Employers, 2014*

Private Employers, 250 to 500 employees:

<b>Company</b>	<b>Sector</b>
Mastec Services	Management Consulting
Target	Retail
Wegmans	Retail

Private Employers, 100 to 250 employees:

<b>Company</b>	<b>Sector</b>
Armfield Harrison & Thomas	Insurance
AutoNation Leesburg Toyota	Retail
Costco	Retail
Dulles Motor Cars	Retail
Giant Food (two locations)	Retail
Heritage Hall Health Care	Healthcare
Home Depot	Retail
K2M	Research & Development
Rehau	Research & Development
Walmart	Retail

Public Employers:

<b>Company</b>	<b># of Employees</b>
Loudoun County	2,000 – 2,500
Loudoun County Public Schools	1,500 – 2,000
Federal Aviation Administration	500 – 1,000
Town of Leesburg	500 – 1,000
Commonwealth of Virginia	250 – 500
U.S. Postal Service	100 – 250

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**Find Us**



**Among the “Best Places to Live & Launch”**

- Forbes Small Business

**A Great Place for Wine Lovers to Retire**

- Money Magazine

**One of America’s Best Places to Live**

- CNN Money

**#1 in Virginia for Job Seekers**

- NerdWallet

# Ask About Our Incentives

Arts & Cultural District



Leesburg HUBZone



VA Jobs Investment Program (VJIP)

BUSINESS  NE STOP

Loudoun County Incentives



# 2015 Business Taxes

The following is a summary of the taxes to which businesses located within the Town of Leesburg are subject.

♦ **State Income Tax**

Any corporation having income from Virginia sources is required to file and report that income annually. The income tax rate is 6% of computed Virginia taxable income.

♦ **Business, Professional & Occupational License Tax**

Most businesses, including home based businesses, are subject to a gross receipts tax. The tax rate depends upon the type of business, but ranges from 0.10% to 0.25%. A separate fact sheet provides more detailed information.

♦ **Real Property Tax**

Businesses located within the Town of Leesburg pay real property taxes to both Loudoun County and the town. Real property tax rates for 2015 are listed below. Rates are per \$100 of assessed fair market value.

<b>Town of Leesburg</b>	<b>\$0.183</b>
<b>Loudoun County</b>	<b>\$1.135</b>
<b>Total</b>	<b>\$1.318</b>

♦ **Tangible Personal Property Tax**

The tax on tangible personal property (manufacturing equipment and tools, office equipment, computers, etc.) is based on the original total capitalized cost and the age of the property. Property is taxed at 50% of cost the first year and is reduced 10% each year thereafter until a minimum of 10% is reached. 2015 tax rates (per \$100 of valuation) are listed below.

	<b>Nominal Tax Rate</b>
<b>Town of Leesburg</b>	<b>\$1.00</b>
<b>Loudoun County</b>	<b>\$4.20</b>
<b>Total</b>	<b>\$5.20</b>

♦ **Bank Franchise Tax**

Banks located within the Town pay a franchise tax of \$0.80 per \$100 of net capital.

♦ **Consumer Taxes**

Consumer taxes which business located in Leesburg may pay or collect include Sales & Use Tax (6% combined state & local rate), Meals & Beverage Tax (3.5%), Hotel Tax (8%), Telecommunications Tax (16% on the first \$300 of monthly charges), and Utilities Tax (up to \$48 per month on electrical and natural gas service).

♦ **Inventory Tax**

Manufacturers' inventory is not subject to taxation in Virginia. Neither the Town of Leesburg nor Loudoun County imposes a capital tax on merchants.

**Updated: July 2015**

# *Business, Professional & Occupational Licenses*

Most businesses located in the Town of Leesburg are required to have a Town of Leesburg business, professional & occupational license (BPOL), including home-based businesses. To obtain your business license, visit the Town of Leesburg Finance Department on the first floor of Town Hall, located at 25 West Market Street. If you have any questions, please call the Finance Department at 703-771-2701.

The tax associated with this license is either a percentage of gross receipts or a flat rate. Businesses that are normally subject to the tax rate based on gross receipts, but have less than \$50,000 in gross receipts pay a minimum fee of \$20.00. When you first apply for your business license, you will pay estimated taxes based on the gross receipts that you expect to generate through the end of the calendar year.

2015 BPOL rates on gross receipts are:

Amusements	\$0.25 per \$100 of gross receipts
Building Contractors and Trades	\$0.10 per \$100 of gross receipts
Business Service Occupations	\$0.20 per \$100 of gross receipts
Hotel/Motel/B&B	\$0.23 per \$100 of gross receipts
Massage Therapy	\$0.20 per \$100 of gross receipts
Money Lenders	\$0.16 per \$100 of gross receipts
Personal Service Occupations	\$0.20 per \$100 of gross receipts
Professional, Specialized Businesses	\$0.20 per \$100 of gross receipts
Public Utilities	\$0.50 per \$100 of gross receipts
Repair Service Occupations	\$0.15 per \$100 of gross receipts
Retail Merchants	\$0.10 per \$100 of gross receipts
Vending Machine Merchants	\$0.10 per \$100 of gross receipts
Wholesale Merchants	\$0.075 per \$100 of gross purchases

2015 BPOL flat tax rates are:

Building/Savings & Loan Associations	\$50 annually
Cable Television Companies	\$25 annually
Fortune Tellers	\$500 annually
Peddlers & Itinerant Vendors	\$250 annually
IAcoholic Beverages (beer & wine) (based on type of license)	\$25-\$75 annually
Mixed Beverage Licenses (based on # of seats)	\$200-\$500 annually
Brewery License	\$500.00 annually
Coin Operated Amusement Machines (based of # of machines)	\$100-\$200 annually

## **Renewals**

In late March/early April each year, business license renewal forms are sent to all businesses. When submitting the renewal form, businesses state their gross receipts for the previous year and include the appropriate amount of tax due. Businesses renewing for the first time should contact the Finance Department to determine the additional amount due for the prior year, if any. Business license renewals are due by May 1<sup>st</sup> of each year.

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## *Commercial Lenders*

### **Access National Bank**

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300 Fort Evans Road NE, Suite 103 Leesburg VA 20175  
703.871.2100 • [www.accessnationalbank.com](http://www.accessnationalbank.com)

Ted Lauer, Senior Vice President & SBA Department Manager  
703.871.2104 • [tlauer@accessnationalbank.com](mailto:tlauer@accessnationalbank.com)

Thomas Ciolkosz, Vice President & Business Relationship Manager  
703.871.1045 • [tciolkosz@accessnationalbank.com](mailto:tciolkosz@accessnationalbank.com)

### **Bank of America**

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505 E. Market Street, Leesburg VA 20176  
703-771-3850

554 Fort Evans Road NE, Leesburg VA 20176  
• [www.bankofamerica.com](http://www.bankofamerica.com) 703.737.7795 •

Jeff Austinson, Branch Manager – Market Street  
703.771.3850 • [jeffery.austinson@bankofamerica.com](mailto:jeffery.austinson@bankofamerica.com)

Spencer Orme, Branch Manager – Fort Evans Road  
703.737.7795 • [spencer.orme@bankofamerica.com](mailto:spencer.orme@bankofamerica.com)

### **Bank of Clarke County**

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504 E. Market Street, Leesburg VA 20176  
800-650-8723 • [www.bankofclarke.com](http://www.bankofclarke.com)

Nan Havens, Financial Services Officer  
[nhavens@bankofclarke.com](mailto:nhavens@bankofclarke.com)

### **BB&T Bank**

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101 Catoctin Circle SE, Leesburg VA 20175  
703.771.7204 • [www.bbandt.com](http://www.bbandt.com)

Channing Jones, Vice President & Small Business Advisor  
703.771.7717 • [channing.jones@bbandt.com](mailto:channing.jones@bbandt.com)

Faye McKimmey, Branch Manager  
703.771.7717 • [faye.mckimmey@bbandt.com](mailto:faye.mckimmey@bbandt.com)

## Cardinal Bank

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20 Catoctin Circle SE, Leesburg VA 20175  
703.771.3353 • [www.cardinalbank.com](http://www.cardinalbank.com)

Dianne Capilongo, Vice President & Leesburg Office Manager  
703.771.3353 • [dianne.capilongo@cardinalbank.com](mailto:dianne.capilongo@cardinalbank.com)

Eileen Kennedy, Senior Vice President, Commercial Lender  
571.328.0230 • [eileen.kennedy@cardinalbank.com](mailto:eileen.kennedy@cardinalbank.com)

## Capital One Bank

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401 East Market Street, Leesburg VA 20176  
703.669.3070 • [www.capitalone.com](http://www.capitalone.com)

607 Potomac Station Drive NE, Leesburg VA 20176  
703.669.2203 • [www.capitalone.com](http://www.capitalone.com)

Scott Loftis, Commercial Lender  
571.419.4578 • [scott.loftis@capitalone.com](mailto:scott.loftis@capitalone.com)

## Citibank

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540 E Market Street Leesburg VA 20176  
703.779.7056 • [www.citicbank.com](http://www.citicbank.com)

Patti Von Bokern, Branch Manager  
703.779.7056 • [patti.vonbokern@citi.com](mailto:patti.vonbokern@citi.com)

## First Citizens Bank

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40 Catoctin Circle NE, Leesburg VA 20176  
703.669.9884 • [www.firstcitizens.com](http://www.firstcitizens.com)

Michael Harrison, Senior Vice President, Manager of Business Banking  
703.669.9896 • [Michael.harrison@firstcitizens.com](mailto:Michael.harrison@firstcitizens.com)

Kevin Brown, Vice President, Commercial Banker  
703.669.9893 • [Kevin.brown@firstcitizens.com](mailto:Kevin.brown@firstcitizens.com)

## John Marshall Bank

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842 South King Street, Leesburg VA 20175  
703.779.4811 • [www.johnmarshallbank.com](http://www.johnmarshallbank.com)

Paul Bice, Market Regional President  
703.779.4811 • [pbice@johnmarshallbank.com](mailto:pbice@johnmarshallbank.com)

Jim Bowman, Senior Vice President  
703.779.4811 • [jb Bowman@johnmarshallbank.com](mailto:jb Bowman@johnmarshallbank.com)

Tony Twininger, Vice President  
703.779.4811 • [Twininger@johnmarshallbank.com](mailto:Twininger@johnmarshallbank.com)

## **M&T Bank**

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526 E Market Street, Leesburg VA 20176  
703.777.7080 • [www.mtb.com](http://www.mtb.com)

Luke Coates, Branch Manager  
703.777.7080 • [wcoates@mtb.com](mailto:wcoates@mtb.com)

## **Middleburg Bank**

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106 Catoctin Circle SE, Leesburg VA 20175  
703.777.6327 • [www.middleburgbank.com](http://www.middleburgbank.com)

538 Fort Evans Road NE, Leesburg VA 20176  
703.777.6327 • [www.middleburgbank.com](http://www.middleburgbank.com)

Kitty Kearns, Chief Credit Officer  
703.777.6327 • [kkearns@middleburgbank.com](mailto:kkearns@middleburgbank.com)

Jim Maki, Vice President, Senior Vice-President, Commercial Relationship Manager  
703.443.1318 • [jmaki@middleburgbank.com](mailto:jmaki@middleburgbank.com)

Cheryl Cook, Assistant Vice-President, Small Business Administration Analyst  
703.737.3460 • [ccook@middleburgbank.com](mailto:ccook@middleburgbank.com)

## **PNC Bank**

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606 South King Street, Leesburg VA 20175  
703.779.8554 • [www.pnc.com](http://www.pnc.com)

William McGowan, Branch Manager  
703.779.8554 • [william.mcgowan@pnc.com](mailto:william.mcgowan@pnc.com)

## **Sandy Spring Bank**

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1 Catoctin Circle NE, Leesburg VA 20176  
301.774.6400 x 4423 • [www.sandyspringbank.com](http://www.sandyspringbank.com)

Mark Kennedy, Commercial Relationship Manager  
703.319.9000 ext 4143 • [markkennedy@sandyspringbank.com](mailto:markkennedy@sandyspringbank.com)

## **SONABank**

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1 East Market Street, Leesburg VA 20176  
703.777.2424 • [www.sonabank.com](http://www.sonabank.com)

Erik A. Seppala, AVP/Commercial Lender  
703.777.2424 • [eseppala@sonabank.com](mailto:eseppala@sonabank.com)

Jossie Arroyo, Regional Manager Banking Officer, Assistant Vice President  
703.893.7400 • [jarroyo@sonabank.com](mailto:jarroyo@sonabank.com)

### **Summit Community Bank**

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204 Catoctin Circle SE, Leesburg VA 20175  
703.777.6556 • [www.mysummit.com](http://www.mysummit.com)

Debbi Alexander, AVP Branch Manager  
703.777.6556 • [dalexander@summitfgi.com](mailto:dalexander@summitfgi.com)

### **SunTrust Bank**

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1007 Edwards Ferry Road NE, Leesburg VA 20176  
703.737.0649 • [www.suntrust.com](http://www.suntrust.com)

Rupinder Tiwana, Vice President & Branch Manager  
703.737.0649 • [rupinder.tiwana@suntrust.com](mailto:rupinder.tiwana@suntrust.com)

### **TD Bank**

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552 East Market Street, Leesburg VA 20176  
703.443.1085 • [www.tdbank.com](http://www.tdbank.com)

Mari Seliciano, Assistant Store Manager  
703.443.1085 • [joann.livecchia@td.com](mailto:joann.livecchia@td.com)

### **United Bank**

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531 East Market Street, Leesburg VA 201765  
703.779.3531 • [www.bankatunited.com](http://www.bankatunited.com)

Sean Biehl, Branch Manager  
703.779.3531 • [sean.biehl@bankwithunited.com](mailto:sean.biehl@bankwithunited.com)

### **Wells Fargo**

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30 Catoctin Circle SE, Leesburg VA 20175  
703.777.5353 • [www.wellsfargo.com](http://www.wellsfargo.com)

701 East Market Street, Leesburg VA 20176  
703.771.1992 • [www.wellsfargo.com](http://www.wellsfargo.com)

1616 Village Market Boulevard SE, Leesburg VA 20175  
703.777.4630 • [www.wellsfargo.com](http://www.wellsfargo.com)

Chamicka Pollock, Vice President/District Manager  
703.777.5353 • [chamicka.pollock@wellsfargo.com](mailto:chamicka.pollock@wellsfargo.com)

# Commercial Real Estate Brokers

## Brown-Carrera Realty LLC

110 East Market Street, Suite 100, Leesburg VA 20175  
703-777-0007 • [www.browncarrera.com](http://www.browncarrera.com)

- Sales & leasing
- Property management

## Carter Braxton Preferred Properties

16 South King Street, Leesburg VA 20175  
703-777-7772 • [www.carterbraxtonproperties.com](http://www.carterbraxtonproperties.com)

- Leasing
- Investment properties
- Commercial

## Cassidy Turley

6903 Rockledge Drive, Suite 900, Bethesda, MD 20817  
301-424-2100 [www.cassidyturley.com](http://www.cassidyturley.com)

- Leasing and Sales
- Tenant Representation
- Property Management

## Clark Realty Capital, LLC

4401 Wilson Boulevard, Suite 600, Arlington, VA 22203  
703-294-4540 • [www.clarkrealty.com](http://www.clarkrealty.com)

- Sales & leasing
- Investor, landlord & tenant representation

## Devine Commercial

1 Loudoun Street SW, Leesburg VA 20175  
703-771-1918 • [www.devinecommercial.com](http://www.devinecommercial.com)

- Sales & leasing
- Investor, landlord & tenant representation

## Federal Realty

1626 E. Jefferson Street, Rockville, MD 20852  
301-998-8100 • [www.federalrealty.com](http://www.federalrealty.com)

- Sales & leasing
- Investor, landlord & tenant representation

## HMI Property, LLC

1509 Dodona Terrace, Suite 205, Leesburg, VA 20175  
703-600-7777 • [www.hmiproperty.com](http://www.hmiproperty.com)

- Sales & leasing
- Investment properties

## Landmark Commercial Real Estate

1856 Old Reston Avenue, Suite 301, Reston, VA 20190  
703-437-1440 • [www.landmarkcre.com](http://www.landmarkcre.com)

- Sales & leasing
- Investor, landlord & tenant representation
- Property management

## Landmark Group Commercial

30 Catoctin Circle, Suite F, Leesburg VA 20175  
703-861-1451

- Sales & leasing
- Investor, landlord & tenant representation

## Lansdowne Real Estate Company

19415 Deerfield Ave, Ste 301, Lansdowne VA 20176  
703-858-9133 • [www.lansdownerealestateco.com](http://www.lansdownerealestateco.com)

- Sales & leasing
- Investor, landlord & tenant representation

## Morrissey Commercial

308 Gaines Ct SW, Leesburg VA 20175  
703-431-1340 • [www.morrisseycre.com](http://www.morrisseycre.com)

- Sales & leasing
- Investor, landlord & tenant representation

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**Nicole Ann Gustavson**

15 North King Street, Suite 103  
703-791-1717

- Property Management
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**NAI/KLNB**

8027 Leesburg Pike, Suite 300, Vienna, VA 22182  
571-382-2061 • <http://naiklnb.com/broker/kevin-j-goeller/>

- Sales & leasing, Land development
  - Investor, landlord & tenant representation
- 

**Next Realty**

1750 Old Meadow Road, Suite 250, McLean, VA 22102  
703-442-4500 • [www.nextrealty.com](http://www.nextrealty.com)

- Sales & leasing
  - Investor, landlord & tenant representation
- 

**Paladin Real Estate**

312-F East Market St, Leesburg, VA 20176  
571-215-5561 • [www.palre.com](http://www.palre.com)

- Sales & leasing
  - Investor, landlord & tenant representation
- 

**Pangle & Associates**

109 South King Street, Leesburg, VA 20175  
703-930-4872 • [www.pangleandassociates.com](http://www.pangleandassociates.com)

- Sales & leasing
  - Investor, landlord & tenant
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**Potomac Real Estate Partners**

12700 Sunrise Valley Drive, Suite 102, Reston, VA 20192  
571-313-1900 [www.prep-llc.com](http://www.prep-llc.com)

- Sales & leasing
  - Investor, landlord & tenant representation
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**Tetra Partners**

11450 Baron Cameron Boulevard, Reston, VA 20190  
703-796-1800 • [www.tetrapartners.com](http://www.tetrapartners.com)

- Sales & leasing
  - Investor, landlord & tenant representation
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**Uniwest Group**

8191 Strawberry Lane, Falls Church, VA 22042  
703-442-4500 • [www.uniwestgroup.com](http://www.uniwestgroup.com)

- Sales & leasing
  - Investor, landlord & tenant representation
- 

**Vaaler Real Estate**

209 Church Street SE, Leesburg VA 20175  
703-771-1162 • [www.vaaler.us](http://www.vaaler.us)

- Sales & leasing
  - Investor, landlord & tenant representation
  - Property management
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**Verity Commercial, LLC**

11490 Commerce Park Drive, #500, Reston, VA 20170  
703-435-4007 • [www.veritycommercial.com](http://www.veritycommercial.com)

- Sales & leasing
  - Investor, landlord & tenant representation
  - Property management
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**Updated: August 2015**

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# Commuting Patterns

## Workers in Leesburg

### Commute From

• Leesburg	15.6%
• Elsewhere in Loudoun County	32.1%
• Elsewhere in Northern Virginia	20.8%
• Northern Shenandoah Valley	5.8%
• Maryland	7.1%
• West Virginia	6.1%
• All Other Locations	12.5%

## Leesburg Residents

### Commute To

• Leesburg	12.0%
• Elsewhere in Loudoun County	26.3%
• Elsewhere in Northern Virginia	38.3%
• Maryland	6.3%
• Washington DC	3.5%
• All Other Locations	13.6%

### Means of Transportation to Work

• Drove Alone	73.8%
• Carpooled	10.4%
• Public Transit	5.4%
• Other Transportation	4.8%
• Worked at Home	5.6%

Average Commute (Minutes)	30.5
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Sources: U.S. Census Bureau, 2012 LED (Primary Jobs) and 2011-2013 ACS

# *Guidelines for Business Special Events*

## **Business Assistance Provided:**

### ◆ **Ribbon Cutting Ceremonies**

At your request, Economic Development staff will coordinate the attendance of Town officials, issue a media alert, post the event on the Town website, provide ribbon and ceremonial scissors, and take pictures for distribution to the media after the event.

### ◆ **Media & Promotional Assistance**

Today you have many more options to attract attention to your business than traditional signs and print ads. Let our Economic Development staff help you identify ways to reach your existing and potential customers with news of your special event.

## **Permit Requirements & Restrictions:**

Business Special Events such as grand openings and special sales events related to a specific business that involve activities outside the typical boundaries (physical or functional) of the business require a zoning permit, along with a scaled site plan showing the activity area, temporary structures, displays and signs. A Business Special Event shall be permitted three (3) times per year for a three (3) day period per event. Please submit your application at least 10 business days in advance in order to allow staff time to review the application. There is a \$50.00 permit fee. It may be possible for the permit to be issued at the time of application. The zoning permit for a Business Special Event will cover the following items, as applicable:

### ◆ **Temporary Signs**

Banners, up to 24 square feet in size, are allowed. Two real estate-style signs, subject to size restrictions, or A-frame signs no larger than 5 square feet each are permitted as well. A separate temporary sign permit is not required if the signs are included as part of the Business Special Event. Temporary signs shall be located on-site, and may not be placed in the public right-of-way or in locations that create sight distance hazards for motorists.

### ◆ **Tents & Moonbounces**

Tents, moon bounces/similar inflated play structures, and other temporary structures are permitted only in association with a Business Special Event, regardless of size or how long the items will be installed. The application does require a site plan. Tents that are 900 square feet and larger require approval of the Loudoun County Fire Marshall. Temporary structures require building permit approval from the Loudoun County Department of Building and Development.

### ◆ **Flags, Pennants and Streamers**

These items are subject to the same regulations as signs, and must be located on-site and may not be placed in the public right-of-way or in locations that create sight distance hazards for motorists and only in association with a Business Special Event.

### ◆ **Additional Notes**

Events must be held between 8:00 a.m. and 10:00 p.m. Additional use restrictions may apply or coordination with other Town Departments may be required. For more information or assistance, please contact either the Economic Development Office at (703) 737-7019 or the Planning & Zoning Department at (703) 771-2765.

**Updated: July, 2015**

Town of Leesburg Economic Development  
25 West Market Street • Leesburg, Virginia 20175  
(703) 737-7019 • [www.leesburgva.com](http://www.leesburgva.com)





# Household Statistics

	Town of Leesburg	Loudoun County
<b>Population &amp; Households</b>		
• Population	46,056	337,766
• Households	14,887	109,291
<b>Types of Households</b>		
• Families	74.0%	77.5%
• Families With Children Under 18	43.6%	46.9%
• Single Person Households	18.2%	17.5%
• Other	7.8%	5.0%
• Average Household Size	3.08	3.08
• Average Family Size	3.55	3.49
<b>Income</b>		
• Average Household	\$114,991	\$138,326
• Average Family	\$118,218	\$149,631
• Per Capita	\$38,422	\$45,608
<b>Housing Tenure</b>		
• Owner-Occupied	66.2%	76.6%
• Renter-Occupied	33.8%	23.4%
<b>Labor Force Participation (16 and older)</b>		
• Total Population	77.2%	76.0%
• Men	85.9%	84.7%
• Women	68.6%	67.7%
• All Parents in Household		
• Families with Children Under 6	58.3%	62.0%
• Families with Children 6 to 17	71.7%	70.5%

Source: U.S. Census Bureau, 2011-2013 American Community Survey

Data may not sum due to rounding.

# Housing Market

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## Housing Units by Type (Dec 2014)

• Single Family Home	6,748
• Townhomes/Duplexes	4,253
• Multifamily	4,498

<b>Total</b>	<b>15,499</b>
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## 2014 Average Sales Price\*

• Condo – New	(no sales)
• Condo – Resale	\$176,519
• Townhome – New	\$383,478
• Townhome – Resale	\$305,396
• Single Family Home – New	\$709,096
• Single Family Home – Resale	\$450,242

• Number of Units Sold:	
• New	78
• Resale	905

---

## Apartments\*

• Number of Complexes	9
• Total Units	1,772
• Average Starting Monthly Rental Rates:	
• 2 bed, 2 bath	\$1,518
• 1 bed, 1 bath	\$1,223

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\*Market rate only

Sources: Town of Leesburg Town Manager's Office  
Loudoun County Land Management Information System

# Inc.

THE  
32ND  
ANNUAL

The Magazine for Growing Companies

# 500

# THE FASTEST GROWING (BEST RUN, MOST INNOVATIVE, AND MOST INSPIRING) PRIVATE COMPANIES IN AMERICA


\$5.99 U.S./CANADA

SEPTEMBER 2013



Inc.com facebook.com/Inc @Inc



A full-page photograph of Kevin Knight, a Black man with a shaved head, wearing a dark suit, white shirt, and a red and blue striped tie. He is standing with his arms crossed in a cemetery, with numerous white headstones visible in the background and lush green trees behind him. The lighting is natural, suggesting daytime.

🕒 **Brother's Keeper**  
Kevin Knight, at Winchester  
National Cemetery in  
Virginia—one of the military  
burial sites that Knight  
Solutions keeps shipshape



NO. 296

Kevin Knight • Knight Solutions • Three-year growth 1,472.2% • 2012 REVENUE \$16.3 MILLION

## GIVING VETS—BOTH LIVING AND FALLEN—THE RESPECT THEY DESERVE

Kevin Knight imagined a future in the U.S. Army. But when he injured both eyes in a training accident, he chased a different dream—his own business, Knight Solutions—and wound up serving his nation in a different way.

**I REMEMBER** sitting in a chair in the doctor's office crying. He told me I was blind in my right eye and that I would be of no use to the Army. It was devastating.

Eventually, I graduated from Norfolk State University and then the University of Cincinnati, where I received my master's. I then worked for a number of big companies, like General Motors, that taught me what I needed to know to launch my own business.

I came to see the poor conditions of our military cemeteries when I went to the funeral of my brother-in-law, who was a Vietnam vet. It became my calling to turn those resting places around so that families can have a pleasant

experience visiting their loved ones.

I started making connections through the Department of Veterans Affairs. I explained that I wanted to take veterans who have seen action and hire them, give them a place where they would be able to say, "I did not leave my brother behind; I am taking care of him now." I launched Knight Solutions with the help of a mentor who enlightened me on the programs available to service-disabled-veteran-owned businesses.

When it comes to military cemeteries, all people think about is Arlington National. But there are more than 100 national cemeteries, some of which aren't kept to the standard they should be.

We're based in Leesburg, Virginia, but we provide cemetery restoration, construction, and grounds maintenance nationwide. Each job lasts about 12 to

18 months. We raise and realign each headstone and replace the sod. There is a standard for working on national cemeteries called the shrine standards, which requires that every headstone stand up straight, like a soldier. Anytime we start a new job, I remind our employees that there is zero tolerance for delivering anything less than that.

When we get a new contract, I call the VA hospital near the cemetery and talk to the veterans' rep to let them know I will be hiring a pool of veterans for the job. We set up a trailer as a base to get started and then move on to the next one. It's like having a mobile command center.

I get veterans who tell me their lives have been forever changed. Not only do they have stable employment with benefits, but they also have a sense of purpose in taking care of the resting place for their fallen brothers and sisters. **1**

***"I did not leave my brother behind; I am taking care of him now."***



SCAN THE PAGE TO TOUR A CEMETERY WITH KNIGHT. (Instructions, page 12)

As told to DARREN DAHL • Photograph by MELISSA GOLDEN

INC. 500 / LEAD



# MONEY

WHY AUTO STOCKS ARE SMOKING P. 48

SEPTEMBER 2013 | CNNMONEY.COM

**10** HOTTEST  
BIG-CITY  
NEIGHBORHOODS

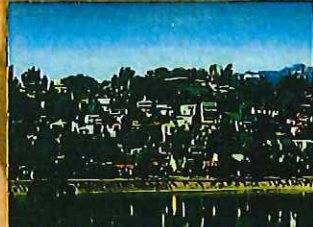
P. 69



NEW YORK CITY: PARK SLOPE



CHICAGO: LAKEVIEW



LOS ANGELES: SILVER LAKE

PLUS

5 YEARS AFTER:  
LESSONS OF THE  
FINANCIAL CRISIS P. 88

THE NEW WAY  
TO SAVE FOR  
RETIREMENT P. 81

## America's Best Places to Live

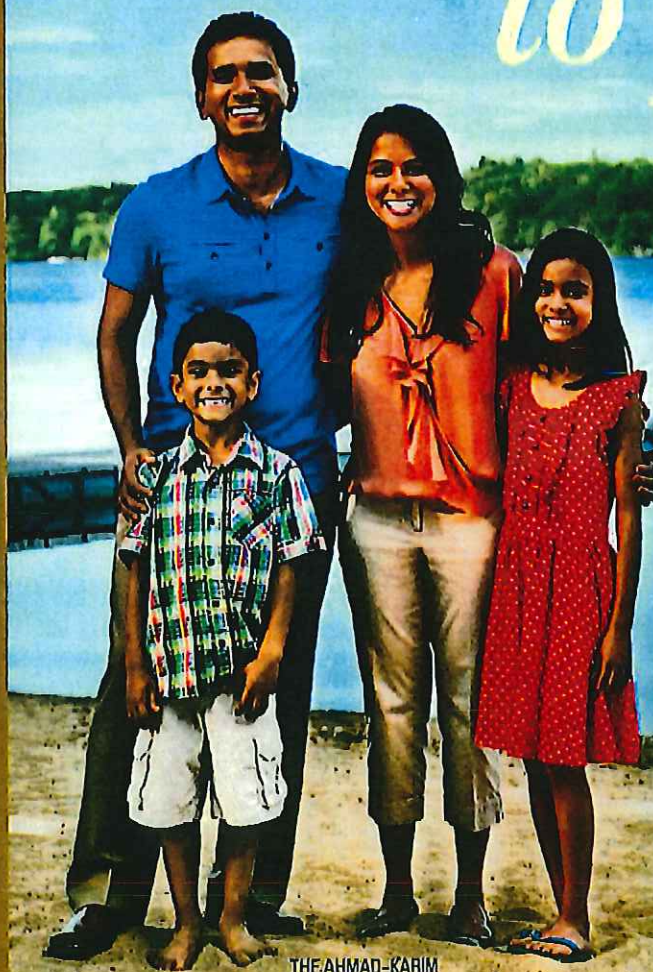
STARTS ON P. 68

**TOP 50  
SMALL  
TOWNS**

No. 1 | SHARON, MASS.

TAKE THE PAIN  
OUT OF MOVING  
P. 78

GREAT TOWN,  
BAD HOUSE?  
TRY THESE  
SMART FIXES  
P. 72



THE AHMAD-KARIM  
FAMILY IN NO. 1, SHARON

\$4.99US \$5.99CAN



0 70989 10095 4



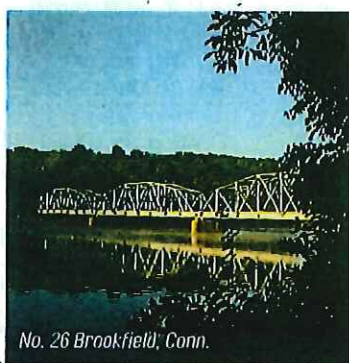


# 50 AMERICA'S BEST SMALL TOWNS

These places score high on many of the qualities that families look for in a hometown. The icons show where each town stands out.

## KEY TO ICONS

Health Economy Employment Education Home affordability



No. 26 Brookfield, Conn.

- 1 SHARON, MASS. pop. 17,844
- 2 LOUISVILLE, COLO. 18,924
- 3 VIENNA, VA. 18,285
- 4 CHANHASSEN, MINN. 23,685
- 5 SHERWOOD, ORE. 18,738
- 6 BERKELEY HEIGHTS, N.J. 13,345
- 7 MASON, OHIO 31,761
- 8 PAPILLION, NEB. 18,837
- 9 APEX, N.C. 40,205
- 10 WEST GOSHEN TOWNSHIP, PA. 22,421
- 11 WESTFORD, MASS. 22,407
- 12 PARKER, COLO. 47,790
- 13 MONTVILLE, N.J. 21,715
- 14 FARMINGTON, UTAH 19,135
- 15 SHREWSBURY, MASS. 38,048
- 16 HILLSBOROUGH, N.J. 38,828
- 17 APPLE VALLEY, MINN. 49,863
- 18 WESTFIELD, IND. 31,857
- 19 NEWCASTLE, WASH. 10,723
- 20 THE COLONY, TEXAS 39,055
- 21 SAVAGE, MINN. 27,711
- 22 WAUKEE, IOWA 14,945
- 23 MERRIMACK, N.H. 25,686

- 24 FIRESTONE, COLO. 10,629
- 25 DRAPER, UTAH 43,974
- 26 BROOKFIELD, CONN. 16,788
- 27 FARMINGTON, MICH. 10,378
- 28 MENOMONEE FALLS, WIS. 35,974
- 29 LINDEN, UTAH 10,846
- 30 WINDHAM, N.H. 13,599
- 31 LA PALMA, CALIF. 15,878
- 32 COPPELL, TEXAS 39,787
- 33 SUWANEE, GA. 16,002
- 34 HORSHAM, PA. 15,094
- 35 LEESBURG, VA. 46,140
- 36 MILL CREEK, WASH. 18,834
- 37 ANKENY, IOWA 46,973
- 38 TWINSBURG, OHIO 18,636
- 39 CHESHIRE, CONN. 28,433
- 40 BALLWIN, MO. 30,523
- 41 MONTGOMERY VILLAGE, MD. 33,052
- 42 SOLON, OHIO 23,012
- 43 EVANS, GA. 30,874
- 44 PFLUGERVILLE, TEXAS 49,481
- 45 SPRING HILL, TENN. 30,568
- 46 BUFFALO GROVE, ILL. 41,761
- 47 PELHAM, ALA. 22,297
- 48 PEACHTREE CITY, GA. 34,889
- 49 WALNUT, CALIF. 29,484
- 50 SIMSBURY, CONN. 34,889



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No. 12 H2O Town Pool in Parker, Colo.

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**TOP 50:** Get all data on housing, jobs, income, schools, crime, and much more for the top towns. Plus...

**VIDEO:** Meet residents, see people's homes, and learn about what there is to do around town.

**FAN FAVORITES:** Which town do you think should capture top honors?

**PHOTO GALLERIES:** See the top-earning towns, the best places for affordable homes, hotspots for job growth, and more.



**FACEBOOK** "Like" MONEY on Facebook to tell us what you think of this list. [facebook.com/moneymagazine](http://facebook.com/moneymagazine)



**TWITTER** Follow us on Twitter to see news stories about our best places. [twitter.com/money](http://twitter.com/money)



**INSTAGRAM** See photos of our best places and readers' nominations. [instagram.com/mybestplaces](http://instagram.com/mybestplaces)

Notes: Jobs based on income growth, county unemployment (not seasonally adjusted), and projected job growth. Economy based on purchasing power, foreclosure rate, tax burden, and state's fiscal strength. Housing affordability based on median price-to-income ratio and average property taxes. Education based on test scores, educational interests and attainment, and percentage of kids in public schools. Health based on number of doctors and hospitals in the area and health of residents. Crime based on property and violent crime rates. Art and leisure based on activities in the town and surrounding area, including movie theaters, museums, green spaces, and sports venues. Sources: OnBoard Informatics, Bureau of Labor Statistics, Moody's, Standard & Poor's, RealtyTrac, National Conference of State Legislatures, Center on Budget and Policy Priorities, National Cancer Institute, U.S. Department of Health and Human Services, Centers for Disease Control and Prevention, Gallup, Office on Women's Health

# Water & Sewer Availability Fees

Water and sewer availability fees purchase capacity with the town's water and sewer system. They are one-time fees by which the town recovers the cost of the infrastructure needed to provide water and sewer service. These fees are paid when a building first receives water & sewer service, so if you are going into an existing or previously occupied space, the only time you will have to pay availability fees is if your business has a higher water use than the previous occupant. In those cases, you will pay only the difference between the availability fees for the previous and new uses. The exception to this requirement is if you are locating your business in the Historic District, in which case you will pay additional availability fees only if your business requires larger water and/or sewer connections than the existing ones.

Availability fees are calculated using average daily usages based on historical usages by various types of businesses. Current commercial categories and estimated daily usages are:

Office	33 gallons per day per 1,000 square feet*
Retail	36 gallons per day per 1,000 square feet*
Industrial/Warehouse	10 gallons per day per 1,000 square feet*
Hotels	90 gallons per day per room*
Hair Salons	80 gallons per day per styling chair*
Restaurants:	
• Full service	10 gallons per seat per meal per day*
• Limited service/fast food	8 gallons per seat per meal per day*
• Deli/Carry-out	36 gallons per day per 1,000 square feet*
• Coffee shops	890 gallons per day per 1,000 square feet*

\*The minimum availability fee is \$11,975.

FY 2016 water & sewer availability fees are:

\$13.33 per gallon per day for water service  
\$20.20 per gallon per day for sewer service  
\$33.53 total per gallon per day

For more information, contact the Town of Leesburg Department of Utilities at (703) 771-2762.

Updated: July, 2015